

OSS NOTICES

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International Public Intelligence Clearinghouse

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ALERTS

The Vice President of the United States of America, speaking 29 March 1994 at the Public Interest Summit, made reference to harnessing the **"distributed intelligence of the Nation"**. Later, Dr. Michael Nelson, Senior Policy Analyst for Science & Technology for the Vice President, and one of Mr. Gore's closest assistants for National Information Infrastructure matters, kindly acknowledged to me the possibility that our efforts may finally be having a modest influence. I have been keeping Dr. Nelson informed on our campaign to have a National Information Strategy which links centers of excellence. Our draft legislation is entering a second review phase by Congressional staffers. Even if it does not get passed--as the National Security Act of 1992 did not get passed--it is still my hope that this year we will have a serious debate on the need for a national information strategy and a "virtual" intelligence community that links distributed centers of excellence in the open source world, **to include foreign centers of excellence and allied burden sharing** of unclassified data collection and processing. (NOTE: The Vice President has on two major occasions in March--once in Brussels and once in Buenos Aires--announced a **transition in NII policy**, to make the NII concept a global concept. Speaking to Ms. Laura Breeden, in the office of Assistant Secretary of Commerce Larry Irving, I recently confirmed that this is the case. Members of the OSS Network are well-positioned to influence the development of this new U.S. policy--I am very interested in identifying unclassified encyclopedic intelligence databases maintained in other countries which could be identified as early partners in this larger vision of the NII.)

Open Source Lunch Club on 10 May. Randy Deitering from the staff of the President's Foreign Intelligence Advisory Board has sent us last minute regrets (literally as this was going to press). Since the intelligence bill is in mark-up, *I would like to use this lunch to solicit specific recommendations from the participants with respect to open source language that should be submitted to the Chairmen of the Senate and House intelligence committees.* Although OSS Inc. does not "lobby", we are frequently asked for input and I would like to take advantage of the collected wisdom of our local OSS Network.

By and by, for those that do not follow Presidential appointments closely, "Zoe Baird never happened", Admiral Crowe is going to London as our Ambassador, and Les Aspin is succeeding him as **Chairman of the President's Foreign Intelligence Advisory Board (PFIAB)**. This is a promising development, and one can only hope that Secretary Aspin will take a deep interest in reinventing intelligence.

Open Source Lunch Club Honors Arnie Donahue and Gary Sojka. On 14 June, I will be hosting an open bar, my treat, to recognize both Gary Sojka, who has resigned from the Senate Select Committee on Intelligence to pursue some exciting opportunities in the private sector, and Arnie Donahue, who has resigned from OMB effective in May. They will both be encouraged to tell war stories and give some insider views on how we might accelerate the re-invention of intelligence. I look for this to be a raucous, no-holds-barred session, and hope we have a strong turn-out. Please don't forget to either join the regulars list, or call to reserve a seat for each lunch.

POLICY & PRACTICE

I just want to make the point that early on I decided not to publish anything negative in **OSS NOTICES**. In part, this was to encourage maximum forthrightness during my site visits, and in part, to avoid the charge of being "judgmental" in a negative way--something I thought, should be avoided by a non-profit clearinghouse. I make this point because as I am putting together this issue I am realizing how much is simply not making the cut, from a purported directory of Islamic groups worldwide, to an alleged directory of scientific & technical databases worldwide. So if you all think I am throwing everything I see into **OSS NOTICES**, let me assure each of you that roughly 5 to 10 percent of what I review actually makes it into this publication. You are getting the "best of class" from my wanderings.

FORTHCOMING EVENTS

2nd Tuesday Washington, DC

The Open Source Lunch Club (Washington Area) meets the second Tuesday of every month from 1130-1300 at the Tivoli Restaurant (above the Rosslyn METRO). A flat \$17 per person, inclusive of services and taxes, is paid to the Tivoli Restaurant. Cash bar from 1100. Opening speaker from 1130-1140, primary speaker from 1230-1250. For your convenience, below are the remaining speakers for 1994:

	<u>Opening Speaker</u>	<u>Primary Speaker</u>
10 May	Robert Pelletier TASC Intel Ctr	Robert Steele (Moderator) Legislative Advice
14 June	Gary Sojka former SSCI Staff	Arnie Donahue former Senior Budge Examiner
12 July	Jennifer Sims DAS State INR	Randall T. Elliott DAS State Pol-Mil
9 August	George Thompson DIA Open Source Mgr	Keith Hall DAD I
13 September	Robert Steele President OSS Inc.	Robert Postman SA Sec Labor
11 October	Dr. Joseph Markowitz ¹ DCI, Director, COSPO ²	Mary Sturtevant, SSCI Staff Ken Kodama, HPSCI Staff
8 November	You should be at OSS '94--lunch included in registration!	
13 December	Board of Advisors & Christmas Party	

¹ Invited

² Community Open Source Program Office

10-12 May 1994 New York, New York

15th National Online Meeting and IOLS '94 (Integrated Online Systems 1994). 93-004.

22-25 May 1994 San Antonio, Texas

IRMA '94, "Managing Social and Economic Change with Information Technology". 93-004.

25-27 May Montreal, Quebec, CANADA

CAIS, "Information Industry in Transition", offered by the Canadian Association for Information Science has a good program in mixed English and French, at a cost of \$300 for non-members. For a copy of the ten session agenda and other details contact Jamshid Beheshti at (514) 398-4204 or James Turner at (514) 343-2454.

31 May - 2 June 1994 Paris, FRANCE

IDT '94, "Information Management for Company Excellence". 93-004.

31 May - 3 June 1994 San Jose, California

INTERNET World '94 and Document Delivery World '94.
For more information call 1-800-632-5537.

7-9 June 1994 Washington, DC

TechNet '94, "Reinventing Government". 94-001

13-15 June 1994 Heidelberg, GERMANY

AGSI '94 Association for Global Strategic Information, "Just Doing Business: Strategic Survival in a World of Change". 94-001

DTBD June 1994 Prague, CZECHOSLOVAKIA

INET '94, "INTERNET World Conference". Those of us holding U.S. government clearances had better start early on travel approval process.

11-13 July 1994 Boston, Massachusetts

The 1994 Boston Forum is a relatively small group of about 75 key individuals who each pay \$795 (\$650 if paid prior to 1 June) for in-depth interactive briefings and trend analysis of the electronic information industry. 94-001.

12-14 September 1994 Washington, DC

IAW '94, International Acquisitions Workshop 1994. This will be the fourth workshop devoted to improving access to international information by U.S. Federal Government agencies. 94-001.

18-22 September 1994 Chambery, Savoy, FRANCE

Committee on Data for Science and Technology of the International Council of Scientific Unions (CODATA), "Data and Knowledge in a Changing World: The Quest for a Healthier Environment". 93-004.

17-20 October 1994 Alexandria, Virginia

ASIS '94, The Economics of Information, is the 57th annual meeting of the American Society for Information Science. It will address the relationship between information and economics, and focus on the economics of research, the economics of education, and the economics of regulation. For more information contact ASIS at 8720 Georgia Avenue, Suite 501, Silver Spring, Maryland 20910, or call (301) 495-0900.

7 November 1994 Washington, DC

OSS '94 Pre-Conferences. 94-001.

8-10 November 1994 Washington, DC

OSS '94 The Third International Symposium on "National Security & National Competitiveness: Open Source Solutions" will take place at the Radisson Mark Plaza. 94-001.

6-8 December 1994 London, ENGLAND

ONLINE '94 is the premier international online information industry gathering, focusing on both sources and tools in the online environment. They have just issued their call for papers and award nominations. If you would like to present a paper, communicate immediately with the Organizing Secretary, **ONLINE '94**, Learned Information, Ltd., Woodside, Hinksey Hill, Oxford, OX1 5AU, United Kingdom, or voice +44 865-730-0275, facsimile +44 865-736-354.

PUBLIC STATEMENTS

Open Source Lunch Club (Washington Area)

On 8 March, our meeting was opened by Ms. Dusty Tyukody from Mead Data Central who very briefly made the point that the future of online services is brighter than ever. She did raise the unnerving prospect that information is going to become "smart" and start hunting down consumers...

Dr. Ross Stapleton spoke about the "Virtual Embassy" project, and got everyone's attention when he quoted from a notional press release about the establishment of a 24-hour "intelligence channel". Ross covered a lot of ground from his role as an advisor to the Vice President's National Information Infrastructure Working Group, including the observation that the roles of the U.S. Government departments are changing, and that a paradigm shift is underway with respect to whether the departments are responsible for hoarding information or disseminating information. (NOTE: My meetings with staff responsive to Senator Danforth and Senator Bob Kerry on the SSCI, suggest that, we are going to hear a great deal more about the responsibility of government departments to disseminate information, collected at taxpayer expense, to the taxpayer.)

On 12 April, our meeting was opened by Ben Timian from PRC. I confess to giving PRC a plug in my capacity as Adjunct Faculty for Intelligence at the Marine Corps University. PRC is doing a great job on a contract for the Marine Corps Intelligence Center, continuing the study that I originally devised, in which we used only unclassified sources to develop mission area profiles of various countries of interest to the Marine Corps.

Ben noted that, on the negative side, he was still seeing some major intelligence conferences that were not recognizing open source intelligence (OSCINT) as a separate discipline. On the positive side, the March symposium sponsored by the Advanced Information Processing and Analysis Steering Group (AIPASG)--which I have for two years billed as the "tools" precursor to the annual OSS meeting--might as well have been called the "Spring Open Source Conference". Ben noted that numerous papers including the words "open source" in their title were presented, and that PRC itself presented six papers on open source tools.

Among the PRC open source projects, are those allowing for indications & warnings in an unclassified mode, a database recommendation tool, online translation, patents online, and of course, the Marine Corps country profiles.

Kurt Molholm, Administrator of the Defense Technical Information Center (DTIC), provided an excellent overview of how U.S. Government efforts in the scientific and technical arena are now coordinated, and how the DTIC mission is changing from archival to decision-support. DTIC is helping its Department of Defense clients deal with information overload by providing value-added services in targeting the "golden nuggets". DTIC is finding that to meet the needs of its clients it must encompass more and more kinds of information.

Kurt noted that DTIC funds 13 of the 26 DoD information analysis centers responsible for tracking global information or specific topics. Although DTIC does not serve the general public directly, this may be reconsidered. DTIC has created some public access databases and seen enormous growth in access by interested citizens.

DTIC is placing great emphasis on understanding user needs, to include surveys, annual conferences, regional conferences, and focus groups. DTIC is focusing on delivering the right things in the right way. However, DTIC is finding that *the distribution of data and services is undermined by the fragmentation of funding control*. (NOTE: Once again we see where there is a disconnect between needs and funding categories.)

DTIC is going to have most of its unclassified documents converted to electronic storage, and indexed, by Fall 1994. DTIC is exploiting the information superhighway by making information available via gopher and WAIS. It is about to begin experiments with hypermedia and hypertext in CD-ROM products. Visualization and alternative methods of presentation are part of the DTIC future. The challenge is to get the originator to think and produce in those terms.

Kurt noted that DTIC maintains a database on DoD research in progress. DTIC also maintains a restricted database on independent research & development, which is contributed to by industry on a voluntary basis.

DTIC's ultimate ambition is to be a one-stop shop, providing a gateway to other services. Their flagship vehicle, SearchMAESTRO, has been augmented through the adaptation of Telebase Systems, providing now a common command language for DIALOG, NEXIS, and other online services.

DTIC trains all of DoD in S&T databases, and also runs the CIM hotline for DoD. Kurt regards DTIC as an information utility, a knowledge warehouse. DTIC is also the focal point for the Cooperative Program for Reinvestment (CPR) to nurture multi-program conversion and technology transfer through networked information.

Kurt noted that the *Early Bird* is now electronic (limited to around 20 sites, but I would imagine NAIC can figure out how to get it Air Force-wide within a couple of weeks....) DTIC is also working with Booz-Allen on the MINERVA project, seeking to develop search strategies and knowledge-bases through the use of drones (software agents).

SITE VISITS & PRODUCT REVIEWS

During my trip to the Pacific I met some very capable people in Singapore, Australia, and Hawaii. Without going into too much detail, a few observations:

Singapore. The National Computer Board is amazing--the average age is 27, and the average IQ is probably over 140 and running toward 160. They are a model for anyone seeking to apply information technology to new ways of doing business (rather than, as Paul Strassmann notes is the penchant in the U.S., using information technology to make old practices worse). They are making great strides in getting the different departments of government linked-up in a network of distributed databases. Singapore appears to be giving due focus to information security issues. They are currently starting to think about extending these systems to the private sector. I was happy to help them brainstorm the implications of turning Singapore into a data powerhouse for the Pacific Rim. I hope to bring them to OSS '94, and encourage vendors of open sources, systems, and services to either approach the National Computer Board directly or work with me to put together a "dream team". Separately, I accepted an invitation to speak on security issues (the foundation for open exchanges) at INET '95, which Singapore will be hosting.

For those of you interested in trivia, the oldest Ph.D. candidate in computer systems at the University of Singapore is my father, David Joseph Steele, retired oilman and former entrepreneur.

Australia. We hit Canberra, Sydney, and Brisbane--I see this turning into a twice-a-year visit. In Canberra we had a very successful one day symposium on open source intelligence. I had the privilege of meeting with MajGen Hartley, Brigadier Robbins, and the office directors of the Defence Intelligence Organization. I found them very receptive to the idea of increasing open source exchanges with the private sector, and in allied open source burden-sharing. In Sydney, I met with the Society of Competitor Intelligence Professionals, and in Brisbane, I addressed the student body of the Military Intelligence School, followed by a marvelous dinner/brief in the "Green Room". I'm pleased to say that the Australians rival the Swedes in their hospitality. In Brisbane I also had a chance to meet with some impressive computer security experts at Queensland University of Technology. It was a source of vast amusement to them that they had been able to pull the detailed specs for "A-1" security systems out of a server in New York, and that existing U.S. concepts of multi-level security are simply unworkable and will not be realized in the near future.

Write to the Director, **Information Security Research Centre**, Queensland University of Technology, GPO Box 2434 Brisbane, Queensland 4001 Australia, or call +61 7 223-2752 for a copy of their literature. They do everything from cryptography to virus protection, have an impressive facility, and some real hot faculty including Bill Caeli. It merits comment that their contact literature includes Chinese and German versions of the contact information.

Hawaii. Admiral Larsen (CINCPAC) kindly put around twenty commanders and lieutenant colonels from the J-2 and J-3 shops into a roundtable with me--this despite winding up for North Korea. Initially it was confrontational, but ultimately I think we achieved an understanding--they were--as most audiences usually are--fascinated to learn of capabilities such as those provided by Oxford Analytica, FIND/SVP, E-2G in England, and so on. *What I learned, is that our existing system for assigning funds to different "pots" is the greatest obstacle to our being able to take advantage of commercial open sources. They have plenty of money for Sensitive Compartmented Information (SCI) hardware, and virtually no money for external online services. They specifically mentioned LEXIS/NEXIS as a highly desirable online service that they had to cancel because of insufficient funds in that particular pot.* This just does not make sense, and I think that one of the highest priorities of the new Director of the Community Open Source Exploitation Program (COSPO) must be to examine resource allocation inconsistencies that do not provide appropriate return on investments.

Chicago. Hardly part of the Pacific Rim, but I was asked to be a member of the Hacker's Panel at ***Computer, Freedom, and Privacy***, and could not say no. My relation with the hackers continues, and I am interested in finding clients who desire to "adopt a hacker". I must say that over the past two years, between my honorary inclusion in the annual hacker's conference and other events, I have come to the conclusion that "open sources" simply will not survive another five years unless we also have "trusted systems". The importance of unrestricted personal encryption, to authenticate documents, to limit distribution to the intended recipients, to ensure digital cash compensation, is simply of enormous importance. I would go so far as to say that any Nation which does not permit unrestricted private encryption (South Korea and France come to mind) is in effect crippling itself in cyberspace, and undermining its long term competitiveness. I have enormous respect for NSA, but on this one, I think they have to go back to the drawing board. NSA needs to get enough money from Congress to break any cipher anytime. The American public will simply not support digital back-doors, and any attempt to impose this on the American public will place the entire budget of the offending agency at risk....obviously my personal opinion, but I think I qualify as an informed observer!

In Chicago, I met with Kirk Tyson, President of **Kirk Tyson International**, which I regard as one of the premier business intelligence collection firms in the world. Their global network of partners, and their strong cadre of principals, make them an excellent choice for outsourcing economic and business intelligence requirements; they are the people I would recommend for such tasks. To obtain a copy of their literature, write to their world headquarters at 2021 Midwest Road, Suite 300, Oak Brook, Illinois 60521-1359, or voice (708) 969-0100, facsimile (708) 969-3855.

SAIC. I had a chance in February to visit with the Systems Engineering Division of **Science Applications International Corporation**, and found their key personnel to be very professional and personable. The division offers collection, analysis, translation, and dissemination of open sources with a fast turn-around time. They are staffed with past managers of U.S. Government international collection and analysis programs, including former CIA, DIA, FBI, and military service professionals. The staff also includes scientists and engineers focused on technical literature, as well as international relations, MBAs, and foreign language specialists for international business risk analysis. They specialize in computer systems, software, networking, and text/image storage and analysis systems design as applied to business intelligence applications. For further information contact Rosemary N. Hutchins, Division Manager, or Gerry Stowe, Program Manager, at voice (703) 821-3200 or facsimile (703) 821-4025, or via email <hutchins@cpva.saic.com> or <stowe@cpva.saic.com>.

REFERENCES

Articles

"CENDI--Improving the Flow of Scientific and Technical Information", by Kurt Molholm and Forrest Frank of the Defense Technical Information Center, appears in the Spring 1994 issue of *Competitive Intelligence Review* (see below). It is an excellent overview of this remarkable consortium. What I find frustrating, is that CENDI is still not, despite my entreaties over the past year since leaving the government, circulating copies of its extremely substantive minutes to all those in the U.S. government who have an interest in the S&T field. In my view, it is time CENDI started a regular distribution list, which could be by subscription. Please note, that I am not suggesting that CENDI distribute its materials outside the U.S. government. Those of you in the U.S. government that wish to receive CENDI minutes with copies of slides (don't accept "observer status" which simply lets you know when the meetings are), consider communicating with Don Johnson, the new Chairman of CENDI, at (703) 487-4612, or Kurt Molholm, at (703) 274-6800. CENDI is too good as a model, and should in fact be putting its minutes and slides on a server someplace where authorized users can gain direct access. No calls from foreigners or private sector, please, this notice is for U.S. government only.

"Earth Science CD-ROMS: A Collection Buyer's Guide", appears in the March 1994 issue of *CD-ROM Professional* (see below). In keeping with our sub-theme for OSS '94, on remote sensing (finally we have a National Finding permitting the private sector to offer one meter resolution satellite images to the public), this article lists recurring sources of information on earth science CD-ROMS, as well as an earth science CD-ROM sampler. Sources include the SIGCAT Newsletter; Omnet ScienceNet bulletin boards, the *Information Systems Newsletter* from NASA, the *EEZ News* from USGS-NOAA, *New Publications of the U.S. Geological Survey*, the *National Geophysical Data Center Data Announcement*, the U.S. Army Topographic Engineering Center's *Digital Data Digest*, and the NODC *Environment Information Bulletin* and *Earth System Monitor*. Among the core CD-ROMs recommended are the *Marine Climatic Atlas of the World*, the *Tropical Ocean Global Atmosphere CD-ROM*, the *Geophysics of North America CD-ROM*, the *Seafloor Imagery and Bathymetry for Continental Shelf of Washington, Oregon, and California*, and the *Global Ocean Temperature and Salinity Profiles*

CD-ROM. Apart from earth science issues, the article also talks about the practicalities of working with multi-media CD-ROMS, and provides advice on printers and related matters. If this is of interest, ask your librarian for help in getting a copy.

Books, Monographs, and Theses

Sue Rugge and Alfred Glossbrenner have produced ***The Information Broker's Handbook*** (McGraw Hill, 1992) ISBN 0-8306-3797-4 (paper). This is "best in class" and an essential reference, not only for those thinking about becoming information brokers in their next life, but for all who deal with information brokers and need to exploit external sources in their present position. Especially rewarding are Part II on fundamental tools and techniques, with chapters on non-electronic sources, government information sources, and the telephone; and Part III on electronic options and alternatives, with chapters on the electronic universe, how to go online, databases and how to search them, special interest groups and forums, bulletin board systems, and CD-ROMs. This is a book which reflects decades of experience by the person most information brokers, including Reva Basch (author of *Secrets of the Super Searchers*, reviewed in 93-004) consider the pathfinder and foremost expert in the business. The book also contains major parts on the business of being an information broker (including the difficult art of price estimating), and includes a 3.5 diskette with business forms and other information. For a fast personal copy of the book (retails at \$30.95), get in touch with Sue Rugge herself at 46 Hiller Drive, Oakland, CA 94611, or voice (510) 649-9743, facsimile (510) 704-8646. For bulk or institutional orders, contact Kimberly Martin at (800) 233-1128 extension 232, or facsimile (717) 794-2103.

From the Special Library Association comes ***Inside Information: Profiles of Association Libraries and Information Centers***, compiled by Tobi A. Brimsek. First published in 1991, it costs \$37.00, ISBN 0-87111-372-4. A companion volume, from 1989, is *From the Top: Profiles of U.S. and Canadian Corporate Libraries and Information Centers*, for \$31.25, ISBN 0-87111-344-9. To order communicate with the Book Order Department, Box JKS1, Special Libraries Association, 1700 Eighteenth Street, N.W., Washington, D.C. 20009-2508. Voice: (202) 234-4700, facsimile (202) 265-9317.

If you cannot find the aviation or other specialty journal or newsletter in your existing online service, *Fulltext Sources Online*, compiled and edited by Ruth Orenstein, may be able to help. This twice-yearly publication from Bibliodata costs \$90 for a single issue, \$165 for both, with a modest shipping charge. It tells you which databases contain the periodicals you are looking for, dates of coverage, lag-times, and degree of coverage. Indexes help identify periodicals related to specific areas and topics. For ordering details call (617-444-1154 or fax (617) 449-4584.

Magazines & Newsletters

The journal of the Society of Competitor Intelligence Professionals (SCIP), *Competitive Intelligence Review*, is now published by John Wiley & Sons, Inc., 605 Third Avenue, New York, NY 10158. This quarterly publication costs \$98 per year in the U.S., \$138 in Mexico and Canada, and \$153 outside North America. It provides a range of articles and regular commentaries about private sector "sources and methods" for competitor intelligence, and draws heavily on speakers at the annual SCIP conference.

The *Journal of Government Information* bills itself as providing an international review of policy, issues, and resources, covering all levels of both national government and international organizations. It was until recently known as the *Government Publications Review*. Although by its nature, roughly half of its content, is unlikely to be of interest to the typical OSS Network member, I rate this as a useful addition to any intelligence organization's library, and worthy of a regular browsing in the library for individuals. An annual subscription is \$320 in the Western Hemisphere, and 209 pounds (UK) in the rest of the world. To subscribe write to Elsevier Science, 660 White Plains Road, Tarrytown, NY 10591-5153. To discuss it further, talk to Associate Editor Bruce Morton at (406) 994-6518, or via Internet electronic mail at <morton@renne.lib.montana.edu>.

The following three magazines may be of interest to specific niche groups within the OSS Network. These are the kinds of sources I cull to extract the essentials for our particular interests. Although all three have different publishers and different addresses, there are enough similarities, including almost identical columns with the same authors, that I suspect this is part of a larger "mix and match" publishing gambit to hit niche markets.

CD-ROM Professional, March 1994 issue, has a great article on "Earth Science CD-ROMS: A Collection Buyer's Guide", and numerous advertisements as well as evaluation notes on moving to multi-media networking systems. It costs \$98 a year, from Pemberton Press, Inc. 462 Danbury Road, Wilton, Connecticut 06897-2126.

ONLINE: The Magazine of Online Information Systems, provides a potpourri of coverage, ranging from "where are we headed," to practical features on how to use specific LEXIS/NEXIS and DIALOG features. I regard this as a complement rather than a competitor to *Searcher: The Magazine for Database Professionals* (93-002).

Database: The Magazine of Electronic Database Reviews is the best of the three in terms of broad substantive coverage, and probably the best investment if only one is to be obtained. The April 1994 issue includes an article reviewing various CD-ROM and online telephone directories

As I grow increasingly sensitive to the vital importance of "trusted systems" as the foundation for sustaining a global network of distributed centers of open source excellence, the following two security newsletters appear to be among "best in class":

Security Newsletter, published by Winn Schwartau, who is one of the foremost experts in the U.S., if not the world, on Van Eck emissions, viruses, and malicious hacking in general. \$99 a year. Write to INTERPACT at 11511 Pine Street North, Seminole, Florida 34642, or call (813) 393-6600 or fax to (813) 393-6361.

Computer Fraud & Security Bulletin draws on a broader range of international contributors, and complements *Security Newsletter*. To discuss cost of this monthly bulletin, call Wayne Madsen at (609) 722-7537 or 3546.

Directories & Databases

The Burwell Directory of Information Brokers is out in its 1994 edition. I am very pleased to report that Helen Burwell accepted my suggestion; she, surveyed all her listed brokers, and has included a new section which identifies brokers who speak specific foreign languages (and their level of expertise), as well as brokers who have lived in foreign countries and/or are particularly expert with specific foreign databases and search environments. This is a major improvement to an already superbly indexed work. These foreign capabilities indexes are very specific and simply cannot be ignored. If you need a searcher who speaks Afrikaans, Armenian, Bengali, Tagalog, Thai, Turkish, Ukrainian, or Urdu, this is the one reference in the world that will get you directly to the person you need. The cost of the directory is \$65.00. For more information write Joanne Paulino at 3724 F.M. 1960 W., Suite 214, Houston, Texas. Telephone (713) 537-9051 -- Facsimile (713) 537-8332

The ***Worldwide Government Directory with International Organizations*** is out in the 1994 edition, and is as useful as ever. It was this directory which I used to communicate with every President, Prime Minister, and Minister of Foreign Affairs, Intelligence, Defense, Education, Commerce, and Banking in the world. It is to this directory, that I attribute our success in attracting representatives from 32 countries to OSS '93. Although mailing labels are not available from the publisher, they expect to offer this service within a few months. We also expect to be able to generate mailing lists for subscribers to <oss.net> where this directory will reside shortly. This product, together with the two defense directories listed below, will be available in a single CD-ROM at OSS '94.

The ***Worldwide Directory of Defense Authorities with International Defense Organizations and Treaties*** has just been re-instituted and published in a 1994 edition that provides detailed listings of key personnel in defense agencies and services around the world. Addresses as well as voice and facsimile numbers are provided for most major organizations.

Both of the above directories will be complemented by *Profiles of Worldwide Government Leaders*, which intends to provide encyclopedic biographic data on major government and defense leaders. Shortly (within two to three months) we hope to have all three products loaded into <oss.net> where they will be available for search as part of our digital library subscription service. To obtain a copy of this reference work, communicate with the publishers at 7979 Old Georgetown Road, Suite 900, Bethesda, MD, or call (301) 718-8770, facsimile (301) 718-8494.

The Winter 1994 edition of the *Congressional YELLOW BOOK* is out, and it is great as usual. For anyone who is active on the Hill, or trying to understand the personal interests of the members and staff responsible for oversight of one's program, this is an essential reference. This is a product of Monitor Leadership Directories, Inc., which also produces a wide variety of extraordinarily useful directories of international and U.S. corporate and financial leaders, news media, and federal and state officials. Every major intelligence organization, and most large information services, should have in their libraries the full series. I am also pleased to report that they will be offering the full series on a single CD-ROM beginning in July. A must-have item. To obtain prices and ordering information, communicate with them at 104 Fifth Avenue, 2nd Floor, New York, NY 10011, or voice (212) 627-4140.

The Institute for Scientific Information is finally coming out in 1994 with two CD-ROMs, the *Index to Scientific and Technical Proceedings* and the *Index to Social Sciences and Humanities Proceedings*. Together with the similar product offered by the British Library (exhibited at OSS '93), this should significantly improve access to "works in progress" and cutting-edge thinking. For additional information communicate with Edward Leonardo, Account Representative, at (800) 336-6362, international (215) 386-0100, or facsimile (215) 386-6362.

The *Latin America Data Base* was created in 1985 with the objective of generating timely, comprehensive information on the region easily accessible and affordable to scholars, business people, activists, and government officials. In 1986, LADB began distribution of two electronic publications, *Chronicle of Latin American Economic Affairs*, and *Central America Update*.

In 1990, LADB formed a database consortium on Latin America with the University of Miami and the University of California at Los Angeles. Since then, LADB has added *SourceMex--Economic News & Analysis on Mexico*, and has expanded and renamed *Central America Update* to *NotiSur--Latin American Political Affairs*. Organized and operated by the University of New Mexico's Latin America Institute, this academic database utilizes print, radio, telecommunications, and satellite technologies to maintain the quality of its reporting on Latin American events and developments.

(NOTE: This is not a database with fields, but rather an electronic archive of publications which can be searched in various ways.) Trial subscriptions are available free of charge. Publications delivered via electronic mail cost \$50 a year for one publication, \$85 a year for two, and \$110 for all three. Institutional cost are respectively \$225, \$395, and \$565. The database subscription for individuals is \$10 a month with some limitations, \$500 a year for colleges, and \$800 for large universities. For more information call (800) 472-0888 or (505) 277-6839. I will note that this is exactly the kind of "distributed center of excellence" that I feel should be "on tap" for our government and private sector analysts interested in, to use this example, Latin American economic matters.

If you are looking for a single source of business lists which are readily convertible into mailing lists, **American Business Lists** may be your best bet. What these people do is take 4,900 Yellow Page directories and 500 Business White Page directories, add annual reports and other SEC information, integrate mail surveys and news clippings as well as postal data, and then follow-up with a claimed 14 million telephone calls to verify the data. Their service allows selection of records by type of business, yellow page heading, SIC code, employee size or sales volume, geographic area and radius, franchise or brand, newness of business, and other complex mixes. Output can be provided as magnetic tape, diskettes, 3 x 5 cards, or online. Their prices are reasonable, on the order of .06 a listing (\$300 for 5,000 well-screened addresses is a good deal). For a copy of their catalog, communicate with them at Post Office Box 27347, Omaha, Nebraska, voice (402) 592-9000, facsimile (402) 331-1505.

A related line of business provides several CD-ROM products of possible interest to competitor intelligence specialists. **American Business Information** produces a CD-ROM with 11 million businesses, one with 70 million households, and another with the 9 digit ZIP-code directory. Each of these is a mere \$49, which I consider a spectacular price. For additional information write to them at 5711 South 86th Circle, Omaha, Nebraska 68127, voice (402) 593-4595, facsimile (402) 593-4595.

For those of you interested in industrial espionage against the USA, we have the **"Who's Who Worldwide INFORSEARCH CD-ROM"**. This lovely little product provides information (including their likes and dislikes) on 50,000 chairmen, chief executive officers, presidents, and chief financial officers from major U.S. companies in banking, finance, retailing, and so on, to include high-tech industries. This CD-ROM is available to the general public for \$1,495, with annual updates costing \$750. For more information, call (516) 327-9200. (NOTE: I see a disturbing trend here: lots and lots of information available electronically on U.S. people, U.S. patents, U.S. anything, and very little information available on the "rest of the world". This may be the information age's version of the harriers, where the leader gets brought down by their own openness.)

For those interested in economic intelligence on countries other than the United States, the **Economist Intelligence Unit** is producing a comprehensive series of country-specific reports called ***Inventing, Licensing & Trading Conditions Abroad***. Each provides detailed information about regulations on capital movements, corporate and personal tax treatment, price controls, investment incentives, and on and on.

SERVICES

Collection

Thomas M. Culbert has formed the **Aviation Information Research Corporation** to specialize in collecting and analyzing information for aviation clients. Tom is a retired Air Force officer with five years of field experience as an Air Force Attache, seven years of experience in the inter-agency intelligence arena. Tom has technical graduate degrees from the Naval Postgraduate School (in Aeronautical Management) and from Embry-Riddle Aeronautical University. Recent projects have included the creation of a radar inventory, locating computer generated videos for use in cockpit resource management training, retrieving accident investigation records, and searching government archives for WWII era German aircraft engineering and blue print data. I met Tom at the annual conference of the Association of Independent Information Producers, and found him to be engaging and solid. He can be reached at 73 Fendall Avenue, Alexandria, Virginia 22304, voice/fax (703) 823-1264, email <tcairc@access.digex.net>.

Larry Zilliox, Jr. a local private investigator, has put together an interesting spiral bound notebook which is straight-forward and lists a number of useful sources. ***The Opposition Research Handbook: A Guide to Political Investigations***, is a very nice overview of how to scrutinize an individual, covering all their professional and personal paths. Larry has also produced a companion volume which I have not seen but which appears provocative, titled ***How to Investigate Destructive Cults and Underground Groups***. Both are available for \$23.00 each, including shipping. You can reach Larry at, Investigative Research Specialists, 1390 Chain Bridge Road, Suite 10, McLean, Virginia 22101. Larry can be reached at voice (703) 356-5922, facsimile (703) 790-9415. I am extending him an invitation to host an interest group at OSS '94.

TELTECH: Technical Knowledge Service is exactly the kind of intermediary we all need in this day and age. They provide fast confidential telephone access to leading specialists in virtually every area of science and technology. All of the experts are carefully screened and under contract to Teltech. Their special program, KnowledgeScope, allows you to enter keywords and immediately screen relevant biographies.

Once you've chosen an authority, simply pick up the telephone, use your account number to identify yourself, and immediately obtain real-time fused intelligence from a foremost expert in the specific area of interest you have focused on. TELTECH also provides for literature searches, vendor specialists able to locate specific parts and services, and regular recurring "Sentry" searches to follow topics of continuing interest. They are used by the top companies in aerospace, chemical, computers, electronics, pharmaceutical, and scientific equipment. Teltech is the kind of company I would turn to when needing services in the scientific & technical arena. Write to Roger Anderson, Government Account Executive, TELTECH, Inc., at 2624 Woodley Place NW, Washington, DC 20008, voice (202) 667-8444, facsimile (202) 667-8399.

Fuld & Company, Inc. is another strong contributor of services in the competitor intelligence arena, and has distinguished itself through continuing success in teaching its methods to others. For a schedule of their 1994 seminar series, and/or information about their capabilities in acquisition analysis and benchmarking, communicate with Leonard M. Fuld, President, at 80 Trowbridge Street, Cambridge, Massachusetts 02138, voice (617) 492-5000 or facsimile (617) 492-7108.

Electronic Access

I like what I see in **NewsNet**. In keeping with our increased focus on the needs of businesses, I looked at this company and found a nice combination of 700 newsletters focused on the full-range of different industries, twelve international wire services including Business Wire, and six "strategic" business databases including Dun & Bradstreet, (OSS, Inc. is now listed by D&B), TRW Business Profiles, American Business Information, Invetext reports, Standard & Poors, and Investment ANALYST. Where **NewsNet** seems to market itself differently, is in being easy enough to use so that an executive or an analyst can choose direct access without an intermediary and without running-up big bills. It also has a "NewsFlash" feature, billed as the 24-hour watchdog, together with broader customized information targeting on a recurring basis. It can be delivered directly to your PC through satellite, FM-sideband, fax, email, or through your organization's groupware. Prices appear comparable with other major service-providers. For more information call (800) 952-0122 in U.S. or Canada, internationally call (215) 527-8030 Eastern Standard Time.

Online Log is a software package which appears popular with members of the Association of Independent Information Professionals. For those who do many different searches for different clients or billing centers, this may be a very useful electronic assistant. For information write to Et Cetera, Inc., Post Office Box 312, Dover, Delaware 19903-0312, voice (302) 736-5110.

<oss.net> is up and running. A Zeos 486/66 running BSDI unix and connected to the Internet via a full-time SLIP connection from San Francisco's Little Garden serviced over 4500 requests in February and March, and delivered over 2000 documents in each of these months to users of this global network of networks. The most popular documents have been histories of OSS Inc. and a sample copy of **OSS NOTICES**, as well as, dozens of sample files from OSS '92 and OSS '93. The OSS gopher has always been available as a menu choice under "International Organizations" at the University of Minnesota's "Mother of All Gophers". Recently **<oss.net>** was honored to be included in David Riggins' Gopher Jewels project on 9 March, a tip of the hat that resulted in a peak of 511 visits that day. Typical days show an average of 150-200 visits, with people connecting from all over the world.

If you have access to the Internet, you can connect to **<oss.net>** via wais, gopher, or ftp. If you presented a paper at OSS '92 or OSS '93, or if you have a paper pertinent to open sources, please send a copy to our director of cyberspace operations, Eric Theise, at **<tech@oss.net>**. (NOTE: Eric is a Ph.D., a former instructor at the Naval Postgraduate School, and the highly respected Editor for Internet and cyberspace matters for the *Whole Earth Review*. The OSS Inc. client-server is in Sunnyvale because that is where the most talented gopher-meister happens to live.

Training

The College of Information Studies at Drexel University is planning to establish a **Competitor Intelligence Center**. Anyone interested in supporting this new activity with *pro bono* materials, volunteer expert speakers, or in other ways (such as enrolling students), communicate with Professor Thomas Childer at voice (215) 895-2475, facsimile (215) 895-2494. His Internet address is **<childeta@duvm.ocs.drexel.edu>**.

Philippe Baumard, one of the speakers at OSS '93, is doing his 'farewell' **Executive Seminar on Economic Intelligence** in New York, from 27 June to 1 July 1994. The 5 day-intensive executive seminar will address such issues as economic intelligence and national competitiveness, linking strategy and intelligence, case studies of competitive intelligence organizations implementations, etc. Philippe was a major contributor to the French Office of Planning Reports that compare economic intelligence practices world-wide ("Intelligence Economique et Strategie des Entreprises", Paris: Documentation Francaise, February 1994 - French Language). He has valuable experience in business intelligence consulting, including Fortune 500 companies, and has traveled fairly intensively doing so--including the Peoples Republic of China, Saudi Arabia, Japan, and Australia. The Executive Seminar is organized by New York University and participants receive a Certificate in Economic & Competitive Intelligence, with the University Seal. The program consists of guest speakers, visit tours, and assisted hands-on practice of actual economic intelligence exercises. For more information, get in touch with Kevin Lew Hanson, Associate Director, NEW YORK UNIVERSITY, Management Institute, Economic & Competitive Intelligence, 48 Cooper Square, Room 108, New York, NY 10003-7154, Voice: (212) 998-7215 or 7228, Facsimile: (212) 995 4138.

Although many universities offer individual courses in the national security arena, some of which touch on intelligence, I have learned of **a program which is dedicated to training intelligence analysts.** Mercyhurst College in Erie, Pennsylvania has created a four-year program specifically intended to create world-class research/intelligence analysts. While the program has many similarities to the traditional international relations programs which usually produce our young government analysts, this is a worthwhile attempt to focus on analytical skills and methods, and deserves our interest. I will be looking at them more closely in the future. In the meantime, if you represent a country that does not maintain its own intelligence analysis training facility, I would imagine that Mercyhurst would be happy to develop a summer program tailored to your needs. For more information contact Robert J. Heibel, Coordinator, at (814) 824-2117 or facsimile to (814) 824-2119.

OPPORTUNITIES

Transitions

Guy D. Kolb is the new Executive Director for the Society of Competitor Intelligence Professionals, replacing Bill Deal who got head-hunted by the National Electric Sign Association. Stephanie Savage continues to provide continuity as Director of Administration. Details of Guy's background have been published in *SCIP NEWS: Resources At Work*.

Referrals

Eleven people (that I know of) have gotten a job in the past eighteen months through participation in one of our annual symposiums or through listing in this section. We also do "close-hold" searches for candidates to meet specific open source position requirements.

Charles Robert Eaton writes a good letter. We are flooded with resumes now that our activities are being written up regularly. Mr. Eaton's letter impressed me enough to invite him to an interview. He is a solid entry-level candidate, from a State Department family assigned mostly to Asia. Charles graduated Cum Laude from Duke University where he was elected to the Golden Key National Honor Society. Charles is personable, down-to-earth, and strikes me as a hard worker interested in the kinds of challenges that OSS Network members can offer. He has managed financial reports, written newspaper ads, and worked his way through school as an office assistant to the English department. In his childhood he spoke French and German, and could probably pick-up these languages again. If I were hiring, you wouldn't be reading about him. Write to him at 9335 Lee Highway, Apartment 1211, Fairfax, VA 22031, or call in the evenings at (703) 385-3390.

Nathan J. Martz is available after completing an MA in International Relations with a concentration in political economy and regional European studies. He has worked as an intern on the Hill, supervised personnel in the Navy, and is fully familiar with the world of intelligence. He speaks fluent Spanish and has lived and traveled in Europe, Africa, and South America. His resume struck me as worthy of consideration by members of the OSS Network. Write to him at 3010 Wisconsin Avenue, N.W., #D-6, Washington, DC 20016, or call (202) 363-8228.

Andrew Lightman is completing his Ph.D. in history at the University of Pennsylvania, and has a record of fellowships and strong performance. He has traveled extensively throughout Pakistan and India, speaks Tamil fluently, and appears to be exceptionally familiar with the Internet and the various user groups and databases accessible through the Internet. Communicate with him at 512 Seward Square, SE, Washington, DC, voice (202) 546-3525, facsimile (202) 546-6589, or email to <lightman@cais.com>.

And now to someone very special, Elin Whitney-Smith. For the past two years it has been my pleasure to benefit from the deep intellect and broad vision of Elin, who has finished up her first doctorate from Old Dominion University in Engineering Management and is now a resident in Washington completing a second doctoral program in geobiology at George Washington University. Elin's first dissertation was titled *Information Technology and Wealth: Cybernetics, History, and Economics*. Her forthcoming work is titled *Extinctions, Cybernetics, and Homo Sapiens*. Members of the OSS Network will have noticed that Elin's material is regularly featured in each of our *Proceedings*, and that this past year, at OSS '93, she ran an interest group which included John Perry Barlow and, by telephone, Roger Karraker. Elin is a major thinker in our arena--I have provided Alvin and Heidi Toffler with all her stuff, and the day is not too far off when she has a chapter of her own in one of their books. She is consulting for various people around town, but I am of the opinion that she could make a difference in some larger long-term project. If you have been thinking about doing something unusual, at the cutting edge, write to Elin at (212) Seventh Street, SE, Washington, DC 20003, or call (202) 543-1527, or send email to <elin@well.sf.ca.us>.

Informal Groups

If you are interested in meeting a number of information brokers in the National Capital Area, consider getting in touch with the "I-95ers", members of the Association of Independent Information Professionals (AIIP) who live in the Delaware, Eastern Pennsylvania, Maryland, Virginia, and District of Columbia. For additional information communicate with Darrell Stevens at (410) 964-2213 or Mary Ellen Bates at (202) 332-2360. Their respective Compuserv dehumanization numbers are respectively 73363,477 and 71730,3272.

**THIRD INTERNATIONAL SYMPOSIUM:
"NATIONAL SECURITY & NATIONAL COMPETITIVENESS:
OPEN SOURCE SOLUTIONS"**

8-10 November 1994 in Washington, D.C.

Brings together corporate, intelligence, and academic research community leaders to discuss **"open source intelligence" (OSINT)** contributions to national security (including law enforcement) and national competitiveness (including economic and industrial intelligence). Oriented toward individuals who buy and sell unclassified multi-media data collection, translation, processing, analysis, and publication services worldwide.

Major Themes:

- Sources of Public Data (Including Imagery and Signals)
- Advanced Multi-Media Data-Handling Technologies and Methods
- Opportunities for Government-Private Sector Partnerships & Exchanges

Keynote Speakers:

- Vice President Al Gore or Secretary of Labor Robert Reich (invited)
- Director of Central Intelligence James Woolsey (invited)
- Author Peter Senge, *The Fifth Discipline* (invited)

Speakers in Past Two Years Have Included:

- Authors Alvin and Heidi Toffler, Harvard Professor Arthur Miller
- Science Advisor to the President Dr. George (Jay) Keyworth
- Deputy Director of Central Intelligence William Studeman
- Mead Data Central Vice President Mert McGill
- Sun Microsystems Chief Scientist Dr. John Gage
- Real World Intelligence CEO Mr. Herb Meyer
- Cybernauts Dr. Robert Kahn, Dr. Vint Cerf, and Mr. Brewster Kahle
- Four Soviet KGB Colonels On Soviet Use of U.S. Open Sources

Calls for Contributors

There are a few positions still available for Corporate Sponsors (\$12,500 for oversize booth, ten full access seats, and credit in all publications and international roadshow events). We are also seeking Supporting Organizations (\$6,250 for standard booth, five full access seats, credit in all publications) and Exhibitors (\$2,000 to \$3,000 for table or booth with one or two full access seats and differing levels of communications and AV support).

Nominations for Speakers and Interest Group Panelists Are Also Sought.

Exhibits Floor Plan

We have taken over the Radisson Plaza in Alexandria (convenient to picturesque Old Town). Corporate Sponsors will dominate the large pre-function area directly in front of the Main Ballroom, where 15 oversize booths will be comfortably and exclusively located. This will also be the site of the evening reception. An additional 35 standard booths will be located on the upstairs lobby floor, and in a large side room on the same floor as the ballroom. We have the flexibility to accommodate requirements for hospitality suites, training rooms, and other arrangements. A copy of the exhibits floor plan and registration form is enclosed for your convenience.

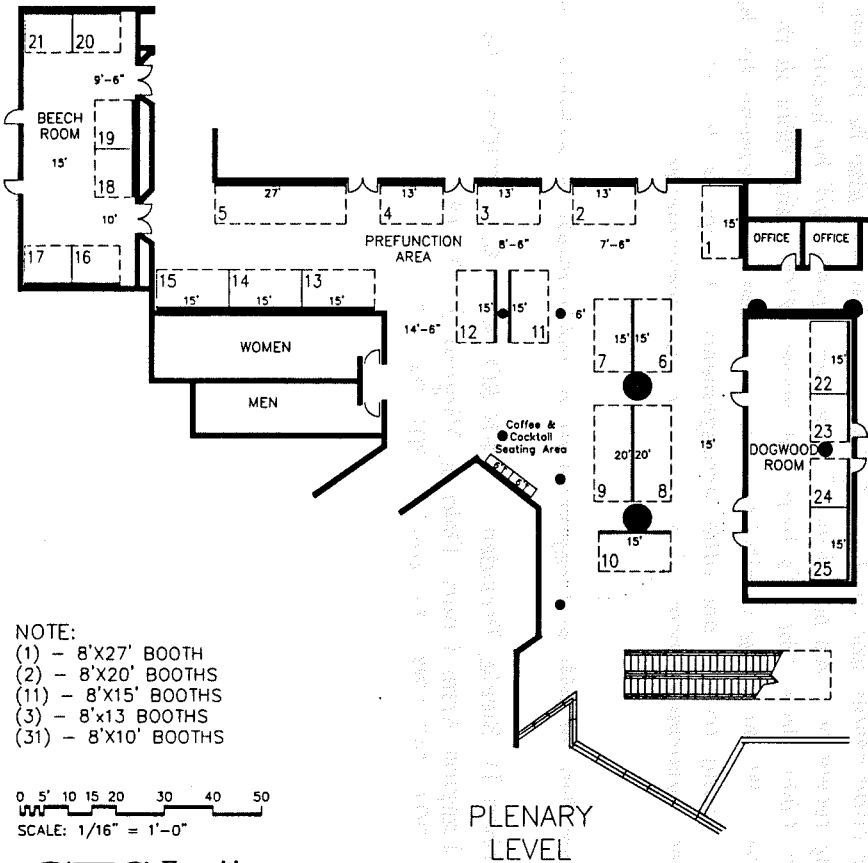
For complete details and registration of individuals or exhibits contact:

Mr. Robert D. Steele, President, OPEN SOURCE SOLUTIONS, Inc.
11005 Langton Arms Court, Oakton, Virginia 22124-1807
Voice: (703) 242-1700, Facsimile: (703) 242-1711

OSS '94

NOVEMBER 8-10, 1994

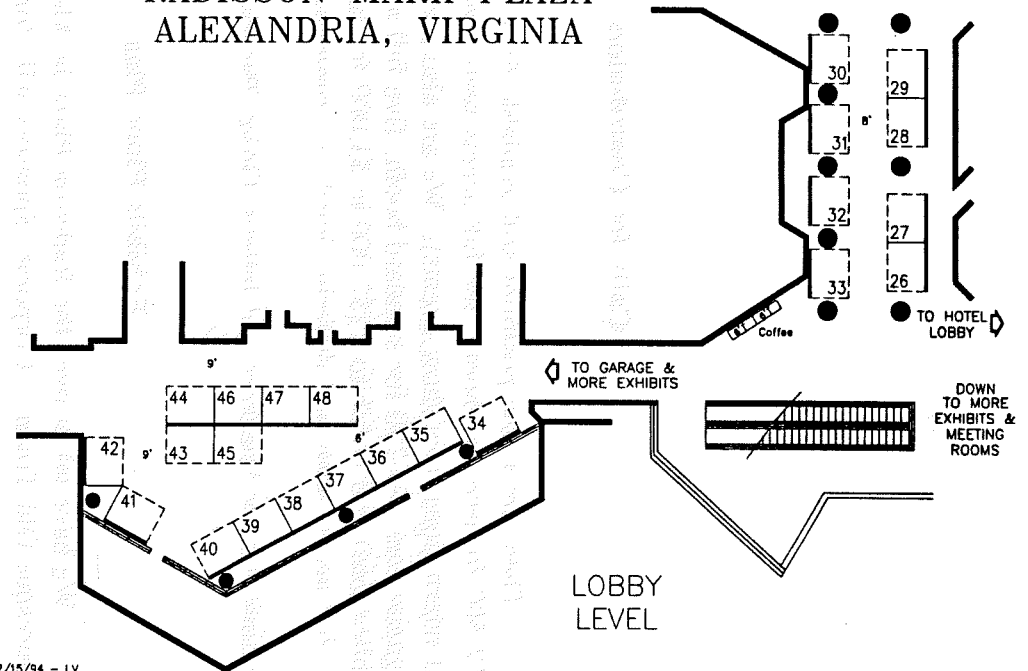
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NOTE:
 (1) - 8'x27' BOOTH
 (2) - 8'x20' BOOTH
 (11) - 8'x15' BOOTH
 (3) - 8'x13' BOOTH
 (31) - 8'x10' BOOTH

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 2/22/94 - LV
 3/23/94 - LV

**THIRD INTERNATIONAL SYMPOSIUM
"NATIONAL SECURITY & NATIONAL COMPETITIVENESS:
OPEN SOURCE SOLUTIONS"**

8-10 November 1993, Radisson Plaza, Alexandria, Virginia

INVOICE

Registration, Subscription, & Directory Information

INVOICE

- _____ Check here if you are registering but do NOT wish to appear in the international directory to be distributed on the last day of the symposium.
- _____ Check here if cannot attend but do wish to appear in the directory (Note that a check for \$250 is required if you wish to receive **OSS NOTICES**, but not for listing).

NAME: _____

TITLE: _____

ORGANIZATION: _____

ADDRESS: _____

VOICE TELEPHONE: _____ FAX TELEPHONE: _____

ELECTRONIC MAIL ADDRESS: _____

REGISTRATION FEE: \$600 after 7 October, \$500 after 7 July, \$400 prior to 7 July 1994
Scholarships and 50% Discounts Available for Qualified Hackers & Academics
USG Training Forms "Contingent on Funding" Qualify for Discounts Based on Date Issued
All Others Must Pay in Advance

Registration includes three lunches, one 250 page book of background information, a copy of major new book by keynote speaker, a copy of the most recent issue of the American Intelligence Journal dedicated to OSCINT, and 1995 subscription to OSS NOTICES (pay \$250 for subscription if not registering)

CHECKS PAYABLE TO: OPEN SOURCE SOLUTIONS, Inc (U.S. Tax ID 54-1630819).
Please make your hotel reservations now at the Radisson Plaza, (703) 845-1010 (must mention OSS '94 when registering to receive preferred rate (\$125 corporate, government rate for both U.S. and foreign government officials with identification) Free Parking Guaranteed. Airline Discounts of up to 40% can be obtained by booking through Adrian Travel Service (Barbara) at (914) 273-6450, fax (914) 273-4835. Adrian can also make hotel reservations. Please use a copy of this form as an automatic invoice in those instances where you cannot be reimbursed personally. Return form with check to OPEN SOURCE SOLUTIONS, Inc., 11005 Langton Arms Court, Oakton, VA 22124-1807. Questions? Call (703) 242-1700.